



Mexico's Architecture (See pages 5 and 12)

We Shall Protect OUR GOOD NAME and the Consumers of OUR PRODUCTS

POR some years there have been certain manufacturers of door hardware who have deliberately traded on the good name of the Richards-Wilcox Mfg. Company. They have imitated our products, packages, and even the numbers on our labels.

They haven't attempted to match our quality; but because their goods are imitations and sold at cut prices, they have found certain distributors, who were willing to co-operate with them unfairly in trading on our good name. The identity of the goods was concealed by omitting the maker's name, and marking them, "Made for ———." In outward appearance the merchandise was identical with ours.

We determined to protect our trade and the public. An injunction was secured forbidding this deception. The injunction was violated, and a fine for contempt of court has recently been imposed on the offender.

Let this be our notice to manufacturers, jobbers, dealers, and the public that we will continue to protect our good name to the full extent of the law.

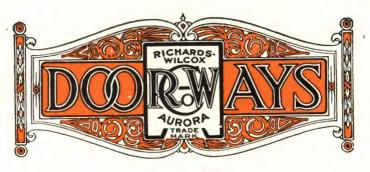
We have spent millions of dollars to build that name; it stands in the front rank in its line. The courts have protected us in this specific case; the precedent thus established is sound.

RICHARDS-WILCOX MFG. Co.

(SIGNED)

W. H. FITCH

President and General Manager.



MARCH—1928

"Good Reading About Good Hardware."-H. O. Pease

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No. 3

Block That Kick!

NE of the most important things to learn about running a successful business—is, never to allow customers to go out dissatisfied or peeved.

Some weeks ago, during the noon rush in a certain restaurant, a man waiting at the table where I was



eating, became impatient and walked out—said he had waited twenty minutes and couldn't wait any longer.

Before he reached the door, the manager of the restaurant had caught sight of him and hurried to catchhim. He assured the customer that he would wait on him personally, immediately—took his order on the spot—went to the kitchen and delivered it himself to the table where the customer had again seated himself.

The customer was mollified and appreciative, sat down and ate his dinner, conversed pleasantly with me as he ate, and went away pleased and satisfied.

I don't know personally whether he ever returned to that restaurant or not as it is not a place where I have occasion to eat, but I would wager dollars to doughnuts that he has eaten many meals in that place since that time.

My point is, that every employee, and particularly every department head of a business, should watch closely, during rush periods especially, to see that no customer goes away with a complaint on his mind. Like the players of a football team, the clerks and department heads of a store should be constantly in readiness to "block that kick." They should keep their eyes on every detail of the business, and rush in wherever there is danger of a customer's going over to some competitor on account of a kick.

"Block that kick," before it causes your organization to lose "yardage." Whether it be impatience because of delay, as in the case stated above, or whether it be dissatisfaction with service or goods, or whatever the reason, the manager, department head, clerk and every other person in the organization, should play the game with all the energy he possesses, so that customers will have no excuse for thinking of going elsewhere when they want goods or service that can be found in your place of business.



Mexico's Architecture

IN Mexico and Latin America are specimens of architecture which open the eyes of the architect, builder and art connoisseur in admiration and awe.

Our cover piece portrays such a marvel of architectural art—the doorway and famous bronze doors of the convent of the Church of Santa Inez, Mexico City, carved with scenes depicting biblical characters. The carving of doors such as these required years of painstaking concentration.

Another typical church doorway of Mexico is that of the old Spanish Colonial Church at Copala, Smaloa, picture of which appears in our center spread.

The mines at Copala were discovered and worked by the Spaniards in the latter part of the 16th century and it was their custom to build churches as soon as a mining district became prosperous. This church was built on the proceeds of the silver mines of Copala and Pamico. The latter district has been exploited almost continuously for 300 years and is still prosperous. The church, in fact, took an active part in prospecting and would assign as a penance the obligation to bring in a certain quantity of ore.

Now, turning from the severe majesty of the church facade to the homey atmosphere of Mexican residential architecture, we present two inviting pictures; one an exterior of the residence of former President Diaz, in the City of Mexico; the other, a typical Mexican home interior, the patio of a private house in Guadalajara, Mexico. What could be more indicative of the fine personal instincts of the owners of these beautiful homes than the placid architectural lines and environment of these pieces.

Laughing Matter

It Happens Every Day

A careful contractor, bidding in competition with a bunch of fly-by-nighters, rushed into an architect's office to explain that he had forgotten to send in all his bid.

"The bid I sent in didn't include the brick work, plastering and cement work," he explained, excitedly.

"Oh, that's all right," said the architect, "you weren't low anyway!"—Kreolite News.

It Gets You Just the Same

Golf is what letter-carrying, ditch-digging, and carpet-beating would be if those three tasks had to be performed on the same hot afternoon in short pants and colored socks by gouty-looking gentlemen who required a different implement for every mood.

—New York Sun.

A traveler from the South relates an incident that happened on the train. Among the passengers was a woman who was pestering the conductor with questions. She became a great nuisance, and the conductor became disgusted. Finally she asked him, "Conductor, why is it that you wave your hand to the engineer when you want him to start instead of pulling the bellrope?"

"Why," replied the conductor, "when I wave my

hand, it means get the hell out of here."

As the conductor returned to the train a man who had heard the remark said, "You should not have talked that way to that woman. She is the wife of one of the directors of your road."

"Phew!" said the conductor. "I guess I had better

go back and apologize."

In a few minutes he returned and the man said to him, "What did she say when you apologized?"

"Huh; she didn't say anything. She just waved

her hand."

Customer: I want some insect powder. Clerk: Do you want to take it with you?

Customer: Of course not! I'll send the bugs to you, and you can give it to them.—R. Ratcliff, Jr., in Liberty Boy Salesman.

Gym Removable Partitions



View I. Gym of High School, Ironwood, Michigan, Completely Thrown Open for Tournament Games.

In modern school construction, the gymnasium demands respectful consideration. How to provide adequate gym for the boys; adequate gym for the girls; adequate gym for tournaments; auditorium; stage; platoon facilities; in addition to the other long-acknowledged-as-necessary school equipments; how to provide these facilities, and still face the tax paying public on the street, has caused many a school administrator to scratch a new bare spot on his cranium, without arriving at a suitable solution of the problem.

If available funds were unlimited, how simple the problem would be. But—and but, and but. The available funds are ever and ever *limited*.



View II. Impressive Front View of High School, Ironwood, Michigan.



VIEW III. REMOVABLE PARTITION CLOSED BY MEANS OF RICHARDS WILCOX PARTITION DOOR HARDWARE—PROVIDING TWO SEPARATE GYMNASIUMS, ONE FOR BOYS AND ONE FOR GIRLS. HIGH SCHOOL, IRONWOOD, MICHIGAN.



VIEW IV. LEFT HAND PARTITION DOORS OPENED, RIGHT HAND PARTITION DOORS IN CLOSED POSITIONS, ILLUSTRATING EFFECTIVE MEANS BY WHICH THIS GYMNASIUM MAY BE CONVERTED INTO ONE BIG TOURNAMENT UNIT OR INTO TWO "EVERY-DAY-WORK" GYMNASIUMS. NOTE AT EXTREME LEFT HOW PARTITION DOORS ARE FOLDED BACK OUT OF THE WAY INTO POCKET BETWEEN SEAT SECTIONS. HIGH SCHOOL, IRONWOOD, MICHIGAN.

Therefore, more cranial massage, more consultations with architects, more meetings with builders, more questioning of building equipment manufacturers.

For this kind of problem the R-W catalog frequently helps to find the solution. It shows, for example, the two suggestions presented here.

The Dividable Gymnasium

The dividable gym, made possible by the installation of R-W partition door equipment, has become a commonly accepted means of providing the varying gym facilities required at different times, and still keeping down the cost of furnishing these facilities.

The gym pictured is that of the Ironwood High School at Ironwood, Michigan. The views show clearly how the big partition doors, operated on R-W partition door hardware, throw open the huge room as one splendid unit, for tournaments; how these partition doors, closed, divide the space into two separate gyms—one for the boys, one for the girls.

Note from view 4 (extreme left) how the partition doors for that half of the room are folded back into a pocket between the seat sections, sliding out or in thru a narrow aperture in the wall of the gym.

The High School at Ironwood, Michigan, was designed and constructed by Architects Croft & Boerner, Minneapolis; contractor P. J. Nickel, Ironwood, Mich.; metal covered doors by Gross Metal Products Company, St. Paul.

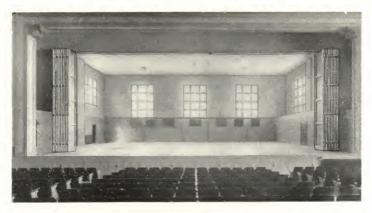
The opening is 108 feet wide, and 22 feet high. Thirty-two metal covered cork core doors are used to close this immense opening. These have been installed several years and when Mr. Croft returned from Ironwood recently he said, "A child can operate them."

The Theatre Gymnasium

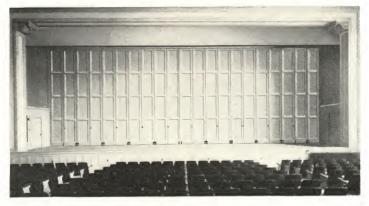
The pictures from Roosevelt School, Topeka, Kansas (views 5 and 6) illustrate another type of school gym, made possible by R-W partition door equipment.

This arrangement provides a stage and gymnasium in one, with the common auditorium out in front. It is a scheme of construction in use in thousands of schools at the present time, and giving permanent satisfaction from the viewpoint of all factors concerned—school directors, school faculty, school architects and builders.

This plan gives the school a gymnasium which may be separated from the auditorium by the R-W



VIEW V. COMBINATION GYMNASIUM AND STAGE, WITH AUDITORIUM. PARTITION DOORS ON RICHARDS-WILCOX PARTITION DOOR HARDWARE, IN OPEN POSITION. ROOSEVELT SCHOOL, TOPEKA, KANSAS.



VIEW VI. PARTITION DOORS CLOSED, SEPARATING AUDITORIUM FOR EVERY-DAY-WORK THERE, AND "STAGE" FOR USE AS GYMNASIUM, KINERGARTEN, ETC.

equipped partition doors, on occasion, such as the requirements of the platoon system of education.

When a tournament is in progress in the gym, the doors are opened, and the audience views the games as on a stage, from comfortable seats.

For Dramatic purposes, the gym forms a magnificient stage.

The opening closed by these partition doors on R-W partition door hardware is 63 feet wide and 20 feet high. Twenty-one doors, each 3 feet by 20 feet, are used.

The Roosevelt School at Topeka was designed and constructed by Architects Thos. W. Williamson & Co., Topeka; general contractors Gurtler & True, Topeka; R-W hardware furnished by W. A. L. Thompson Hardware Co., Topeka.

1928 holds Plenty of Business for Those Who Go After It!

Said the little young red rooster, "Gosh all hemlock! Things are tough.

"Seems that worms are getting scarcer, and I cannot find enough;

"What's become of all those fat ones is a mystery to me.

"There were thousands thru that rainy spell—but now where can they be?"

The old black hen who heard him didn't grumble or complain,

She had gone thru lots of dry spells, she had lived thru floods of rain.

So she flew up on the grindstone, and she gave her claws a whet,

As she said, "I've never seen the time there weren't worms to get."

She picked a new and undug spot; the earth was hard and firm,

The little rooster jeered, "New ground! That's no place for a worm."

The old black hen just spread her feet, she dug both fast and free,

"I must go to the worms," she said; "the worms won't come to me."

The rooster vainly spent his day, through habit, by the ways Where fat round worms had passed in squads back in the rainy days.

When nightfall found him supperless, he growled in accents rough,

"I'm hungry as a fowl can be. Conditions sure are tough."

He turned then to the old black hen and said, "It's worse with you,

"For you're not only hungry but you must be tired too. "I rested while I watched for worms, so I feel fairly perk;

"But how are you? Without worms too? And after all that work?"

The old black hen hopped to her perch and drooped her eyes to sleep,

And murmured in a drowsy tone; "Young man, hear this

"I'm full of worms and happy, for I've dined both long and well;



DOORWAYS

Old Spanish Colonial Church doorway, Copala, Me (upper right). Residence of Former President Diaz, Mexigara, Mexico (upper left).



OF MEXICO

xico (lower left). Facade of Church, Quito, Ecuador o City (lower right). Patio of Private House, Guadala-

Buy Garage Door Hardware by the Box!



ILLUSTRATION OF A 6-DOOR SET OF HARDWARE FOR IN-OPENING DOORS.

Distinct convenience and economy for dealer, builder and owner of garage is represented in R-W's complete sets of

Slidetites

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Garage Door Equipment

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Packed in Box Including Track for 2-Door, 3, 4, 5 and 6-Door Installations.

These sets consist of our regular No. 435 x 31 "Slidetite" hardware, but the No. 31 Track is included right in the box, making them complete. Each piece of track is 42 inches long, except for the

2-door set, the tracks of which are 36 inches long, and a No. 435-I Intermediate Bracket should be placed where the two sections of track come together. Our new style lock bracket so effectively grips and clamps the ends of track that there is positively no obstruction at the joint.

For specific details and prices, see page 115 of R-W General Catalog No. 45

Buy Garage Door Hardware by the box, save time, avoid annoyance of missing or unsuitable parts. Everything complete for various size openings, ready for installation, including directions.

That's SOMETHING.



R-W Door Dogs

The most effective, convenient, positive, economical swing door holders made for garages, warehouses, etc.



Shown on Page 158 of General Catalog No. 45

STEEL Folding Builders' Brackets



R-W Steel Folding Builders' Brackets are the strongest made, most easily attached and cost no more than a wooden bracket. They fold into a small package—easy to store away. Made in 3 and 4 foot lengths.

R-W Rapid Vises

for Woodworkers

R-W Rapid Acting Vises are the easiest you ever saw to handle. A two-piece cam operated nut of phosphor bronze allows instant adjustment at any point. One quarter turn of handle completely disengages jaws—permits sliding back and forth, full length of guide rod. Slight reverse turn of handle re-engages screw. Perfect alignment; no parts to break or wear.



The Builder's Book

IF you knew there was a book (and there is) containing the most modern suggestions relating to the comforts and conveniences to be acquired in the scientific building of homes, in building apartments, in building skyscrapers, in building hospitals, in building schools, in building stores, in building warehouses, in building garages, in building barns, in building mills, factories, plants, in building any modern structure, anywhere;

If you knew there was such a book, that it would likely make you money and bring you satisfaction—and it could be had by you under reasonably easy conditions;

What would you do about it?

Such a romantic piece of modern revelation is the book recently published by the Richards-Wilcox Mfg. Co. entitled

Hardware for Modern Doorways

Nothing like it has ever been published before. Nothing like it ever could be published before. It presents in simple words, clear pictures and graphic illustrations the newest developments of building equipment resulting from the experience, research and engineering progression of the R-W institution.

It tells how ultimate economy may be served and perfect convenience enjoyed in modern construction;

How homes may be made happy thru scientific doorways; How rooms may be given unlimited sunshine, outdoor air and at the same time sealed against storm, thru the installation of scientific multifold window equipment;

How schools, churches, lodges, associations, institutions of all kinds may be equipped to divide auditoriums and gymnasiums into small units and vice versa, instantly on occasion;

How elevator doorways may be made simple, safe and silent;

How garage doorways may be perfectly controlled and beautified—whether private or public;

How barns may be made permanently comfortable and convenient thru proper door equipment;

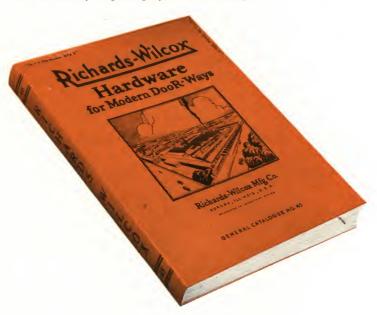
How huge doorway openings of warehouses, round houses, railway entrances, bus barns, bank entrances, industrial plants, may be perfectly closed by equipment which enables a child to handle ponderous doors irrespective of wind and draft;

How life, property and business may be safeguarded against that fierce demon of destruction—Fire;

How loads may be economically and conveniently lifted and carried in any building whatsoever—from a hundred pounds up to many tons per unit load.

Five hundred four pages of the most entrancing building equipment information, one may have the privilege of making his own today.

If you have not already secured a copy of "Hardware for Modern Doorways," write us on your letterhead, and one will be sent you promptly, free of charge.



Doorways of Comfort, Convenience and Utility

—are available to the man who seeks opportunity through the pages of this book.

Ask for R-W General Catalog No. 45

Hardware for Modern Doorways



Let us prove exactly what "OveR-Way" can accomplish in your own plant. This demonstration will not cost you a cent, and we'll place you under no obligation.

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Interference

SEVERAL centuries ago a bunch of jealous artists framed a famous sculptor named Michelangelo Buonarotti. His sculptural light was so bright that nobody could see THEM.

An assignment to fresco the ceiling of the Sistine Chapel impended. Frescoing was at that time an art unfamiliar to Mike. His artist enemies believed that disgrace would follow his attempt to fresco this ceiling. So, they used their crafty influence to have him assigned to do the job.

But he threw his whole artistic soul into the work, his mind concentrated on one ideal—outstanding achievement.

A scaffolding was hung to enable him to do the work. It did not suit his purpose. He designed one himself, built up from the floor.

Lying flat on his back, he was forced to look up so constantly that for many years after the ceiling was completed he could read only with his head thrown back.

Contemporary artists attempted to assist him. Their work was not satisfactory. He effaced it and did the work over himself.

His disappointed enemies heckled him, endeavored to cheapen his high ideal. But he strained on toward outstanding achievement and heeded not their suggestions.

So, for four years he worked—his face toward heaven, his back toward the world, his mind concentrated on the work above him. Figure after figure

was slowly finished. Group after group at length reached completion. And at last, late in the year 1512, the work was finished. In all there are 343 figures in the decoration, of which more than 200 are important historical figures.

Michelangelo Buonarotti disappointed his enemies. The difficulties they thought would defeat him, he used as a vehicle for one of the outstanding achievements of all history—the decoration in the Sistine Chapel of the Vatican at Rome. Nothing in the history of painting excels even today the boldness, the grandeur of this decoration in its entirety.

So, into a fabric of difficulty, interference, painful intensiveness, Michelangelo Buonarotti did weave for the world a thing of inestimable value and beauty—and for himself the joy of immortal fame.

Intensive work always precedes brilliant achievement. Anxious anticipation always precedes happy fulfillment.

And the more intensive the labor, the more brilliant the joyous fulfillment.

Effort is the price of everything in this world.

If you have something material and you share it with somebody else, you lessen your share. If you see a sunset, a beautiful picture, an inspiring book, an uplifting thought and you share it with somebody else, you multiply your share.

No law can be broken. The transgressor breaks himself against the law.

After all, no marriage is made at the altar. It takes time to make a marriage—time and adjustment of trifles.

Don't worry because the tide is going out, it always comes back.

Go-out-and-Get-'em. The Day of Wait-for-'em-to-come is past.

Free Want Ad Service

BUSINESS OPPORTUNITIES

FOR SALE: Hardware store, good location, rent reasonable. Doing good business. Will sacrifice for Cash. Write to 7309 W. Roosevelt Rd., Forest Park, Ill., or phone Forest 527.
FOR SALE OR TRADE: On account of old age, a hardware and im-

plement business including all buildings, store, warehouses, barn and dwelling, all clear of incumbrances. Valued at approximately \$50,000.00. To exchange for clear city income or clear farm land of equal value in any State. \$1,000.00 in cash will be given to the man who finds me a purchaser. Address L. Box 69, Pingree, North Dakota.

FOR SALE: Grain, Coal and Implement business in a good live

Minnesota town. Address V. J. J., care DooR-Ways.

FOR SALE: On account of other interests, small sash and door and cabinet manufacturing plant, located in good farming community of 7,000 inhabitants. No competition within radius of 40 miles. Considerable domestic lumber available. Low Electric Power rates. Very pleasant living conditions. Address G. B., care DooR-Ways.

FOR SALE: Good stock of Hardware. Medium size town in corn belt, central Illinois on railroad and State Highway. Good farming country. Stock and fixtures invoice \$5,500. Poor health compels me to sell. No trade considered. Address J. W. T., care DooR Ways.

BUSINESS LOCATION WANTED

WANTED: A location for the contracting business, specialize in residences, store fronts and cabinet work. Prefer location in the South. Would work in connection with lumberyard. Address W. M. W., care DooR-Ways.

REAL ESTATE

Good laying, good producing and tillable farm of 224 acres FOR SALE: located in Coshocton County, Ohio. Has fifty acres of virgin forest, timber chiefly of white oaks. Priced to sell in order to settle an estate. Anyone interested write: Charles C. Dawson, care The Keagy & Lear Machine Company, Coshocton, Ohio.

MISCELLANEOUS

FOR SALE: Complete and practically new chest of carpenter tools. Will ship on receipt of \$85.00. Complete list will be sent for stamp. Address P. O. Box 65, Dayton, N. Y.

FOR SALE ARCHITECTS EQUIPMENTS AS FOLLOWS: 1 Roller top desk. File case with 9 drawers, quartered oak. 1 Address file. 4 large draft boards. 1 Universal Drafting Machine, 2 tee squares, 6 angles. 1 Set of Drafting Instruments. 1 Mosler Iron Safe. 1 Type-writer and stand. 1 Adding Machine. 1 Swivel Chair. 4 Office chairs, 1 stool for draft board. 1 Architect's Transit Level and Target. 1 Plan file table with drawers. I will sell as a whole or half interest to an associate. I have a nice run of business and on account of age I am figuring on retiring. Address D. D. Pittman, Archt., 409 Prince Theatre Building, Houston, Texas.

SALESMAN WANTED

WANTED: A salesman who would have time to assist in locating building prospects in any promising territory for an architect and Liberal commission or partnership basis. Address A. F. S., builder. care DooR-Ways.

POSITIONS WANTED

WANTED: Position by an experienced hardware man, married, past 50, can take management. Address J. F. Hoeltgen, Corona, South Dakota. POSITION WANTED: Registered architect desires position with lumber company as salesman in the state of Texas. Address J. J., care DooR-Ways.

ADVERTISING MAN seeks permanent connection where future is worth more than present salary. Experienced in directing work as well as "Getting things done" personally. Age, 33, married. Address "Re-

sourceful," care DooR Ways.

Then the door closes



They're made of heavy corrugated galvanized steel sheets with thick sheet-asbestos between. They're guaranteed for 25 years. There's no upkeep cost and they save 15% to 25% of your yearly insurance premiums.

There is a type of FyeR-Wall door fitted with R-W automatic hardware, to meet every condition. And they cost no more than tin-clad doors.

FyeR-Wall doors and automatic hardware carry the label of the Underwriters' Laboratories. They protect life and property. Prevent spread of fires.

Send for "Fire Doors and Hardware"

R-W Volume VA-25

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Multifold Window Hardware.

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Garage Door Hardware



Multifold Window Hardware



Conveying Systems



Fire Doors

Elevator Door Equipment

"A Hanger for any door that slides"

Richards-Wilcox Products

Garage Door Hardware
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Vanishing House Door Hardware. Industrial Door Hard-

ware. Warehouse Door Hard-

Warehouse Door Hardware. I-Beam Trolleys.
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Conveying Systems

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"A Hanger for any door that slides"